New Scotland
REALTY

150 4th Street, Troy, NY

Multifamily mixed-use: 16 units, $2,200,000, 6.67% cap

Investment Overview: Key Highlights

150 4th Street, Troy, NY | Offered at $2,200,000

Click Here for [3D Tour]

Summary of Opportunity

Built 1990

9,142 sq ft, 4 stories, each unit ranges from approx. 400 – 700 sq ft

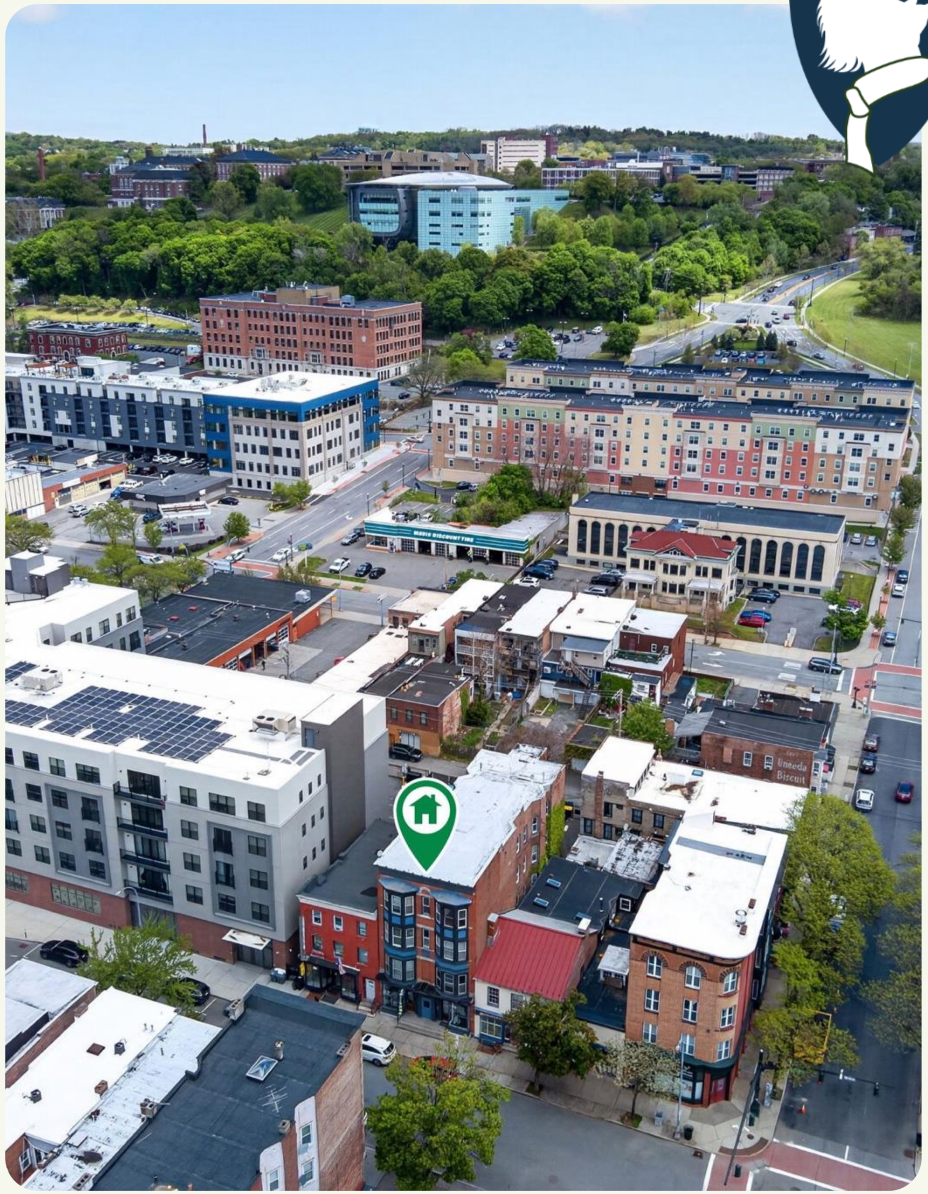
2 commercial spaces on ground floor

.06 acres

Commercial zoning

Key Financial Highlights

- In-place cap rate 6.67%, rising to 8.70% at market rents
- Cash-on-cash return: 4.55% in place, 11.82% at market
- Price per unit $157,143 with proforma DSCR up to 1.61x



Location Overview

- Located in the heart of Downtown Troy
- Strong visibility and street presence
- Steps from a primary CDTA bus line
- The tenant demand story is well-anchored (Russell Sage College and Rensselaer Polytechnic Institute — one of the nation's top engineering universities)
- Directly adjacent to Vicina Urban Flats by Rosenblum Companies,

a Class A development

- Walkable to neighborhood anchors including The Ruck and Manory's

DEMOGRAPHIC

	1 Mile	3 Miles	5 Miles
Population	19,842	89,614	162,037
Households	9,105	38,420	67,890
Average H.H. Income	$52,340	$71,820	$89,460
Daytime Employees	41,200	98,750	154,310

Source: U.S. Census / ACS 2024 Estimates

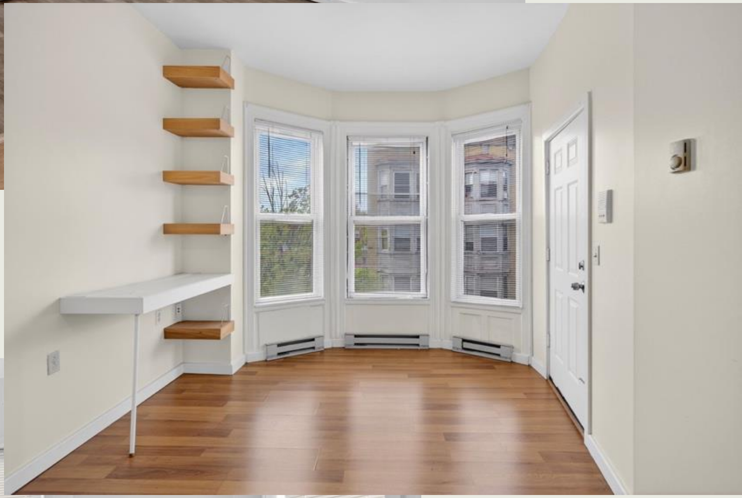
TRAFFIC COUNTS

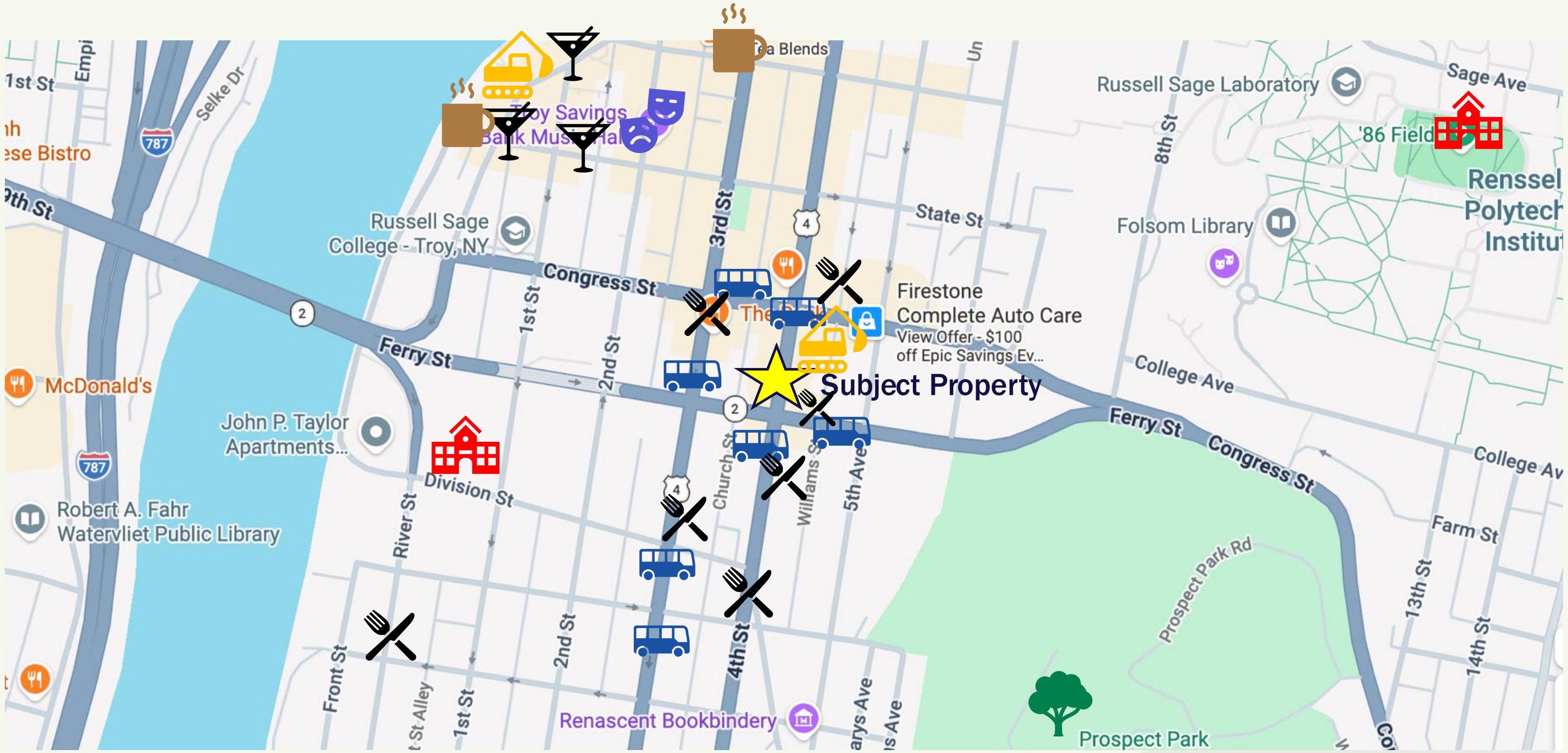
4th Street	~6,200 AADT*

Source: NYS DOT (est.)

150 4th Street
Troy, New York 12180

*** Confirm current count at dot.ny.gov Traffic Data Viewer**





Schools/Colleges

The Sage Colleges (.4 mile)

Rensselaer Polytechnic Institute (.3 mile)

Nearby Development

Bella Vita (.5 mile) 193 units

Vicina Urban Flats (180 ft) 80 units

Transportation

Bus Stops

Parks

Prospect Park (.9 mile)

Nearby Bars/Restaurants/Entertainment

La Capital Tacos (148 ft)

Sunhee's Farm and Kitchen (243 ft)

Manory's (331 ft)

The Ruck (.1 mile)

DeFazio's (.2 mile)

Lucky Corner (.2 mile)

Finn's (.5 mile)

Bootlegger's (.3 mile)

Mean Max Brew Works (.4 mile)

Footsy Magoo's (.8 mile)

Whistling Kettle (.3 mile)

Jacob Alejandro (.5 mile)

Troy Music Hall (.3 mile)

150 4th Street

Troy, NY 12180

Current Income and Expenses

Income and Expenses			
Operating Income:		**In-Place**	**Market**
Rental Income		$223,818	$266,520
Miscellaneous Income		$600	$618
Vacancy	5%	($11,191)	($13,326)
Total Operating Income		**$213,227**	**$253,812**
Operating Expenses:			
Gas & Electric	$284/Unit	$3,973	$4,052
Water	$297/Unit	$4,153	$4,236
Insurance	$449/Unit	$6,289	$6,415
Taxes	$1,226/Unit	$17,164	$17,507
Legal & Professional	$192/Unit	$2,686	$2,740
Trash Removal	$371/Unit	$5,201	$5,305
Maintenance/Repairs	$547/Unit	$7,655	$7,808
Commercial Cleaning	$79/Unit	$1,100	$1,122
Snow Removal/Landscaping	$30/Unit	$420	$428
Management Fee	5.00%	$17,818	$12,691
Total Operating Expenses		**$66,458**	**$62,304**
Net Operating Income		**$146,769**	**$191,508**
Debt Service		$118,711	$118,711
Free Cash Flow		**$28,058**	**$72,797**

Assumptions		
Purchase Price		$2,200,000
Equity	25%	$550,000
Closing Cost	3%	$66,000
Debt		$1,650,000
Interest Rate		6.00%
Amortization(years)		30
Management Fee		5.00%

Valuation Metrics		
Metric	**In-Place**	**Market**
Gross Rent Multiplier	9.83x	8.25x
Capitalization Rate	6.67%	8.70%
Price Per Unit	$157,143	$157,143
Cash On Cash Return	4.55%	11.82%
DSCR	1.24x	1.61x

Rent Roll			
Unit	*Layout*	*In-place*	*Market*
1	Studio	$1,000	$1,200
2	Studio	$1,000	$1,200
3	1 Bed	$1,260	$1,400
4	1 Bed	$1,175	$1,400
5	1 Bed	$1,158	$1,400
6	1 Bed	$1,175	$1,400
7	1 Bed	$1,050	$1,400
8	1 Bed	$1,125	$1,400
9	1 Bed	$1,152	$1,400
10	1 Bed	$1,175	$1,400
11	1 Bed	$1,087	$1,400
12	1 Bed	$1,085	$1,400
13	1 Bed	$1,185	$1,400
14	1 Bed	$1,200	$1,400
Retail	Commercial	$1,675	$1,710
Retail	Commercial	$1,151	$1,300
Totals	**14**	**$18,652**	**$22,210**
Average		**$1,166**	**$1,388**

Market Positioning and Affordability Context

Proforma rent figures indicate asset growth and value potential from current and projected internal rents.

In-Place & Market Rent

Average in-place rent per unit is $1,166, whereas the proforma models market rent at $1,388 per unit. This underscores an internal opportunity for rent increases as units turnover within the assumptions given in the proforma.

Unit Rent Differential

Studios reflect a shift from $1,000 in-place to $1,200 market. One-bedrooms range from $1,050–$1,260 in-place, moving to $1,400 market, indicating a consistent uplift across primary unit types.

Revenue Potential

Total monthly in-place rents are $18,652 compared to modeled market rents of $22,210. This differential aligns with the proforma's revenue projections and supports the asset's value positioning for investors.

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Strategic Implication for Investors

The proforma's internal rent and revenue figures point to built-in growth potential. Leveraging existing units' rent lift can enhance net operating income and overall asset value as modeled, without reliance on outside market comps.

Next Steps for Interested Parties

Connect to review all 150 4th Street materials and conduct due diligence.

Engagement Process Overview

Prospective buyers can access offering materials detailing the proforma's income, expenses, financing, NOI, and cap rates if further interested. Visuals and photos are available via the listing link. Additional documentation can be requested as needed. Right now showing model units, all offers to be written contingent on viewing whole building and buyers will be asked to provide investment track record and possibly POF before scheduling a showing.

Key Next Steps for Interested Buyers

01

Review Offering Memorandum

Access the memorandum to review in-place and market income, expense details, financing assumptions, and return metrics for 150 4th Street.

02

Request More Documents

Request backup for rent roll, expense documentation, or other supporting information aligned with the proforma.

03

Coordinate Tours & Q&A

Schedule property tours or Q&A sessions with the listing contact for clarifications.

Listing Presented By

Samantha Curry, Principal Broker

Before venturing into the real estate industry in 2016, Sam cultivated a wealth of experience in diverse entrepreneurial settings, ranging from assisting well-accredited business figures in establishing their consultancies to contributing to the growth of a dynamic manufacturing company within the fire and safety sector. Leveraging this startup background, in 2019 she applied her skills to propel New Scotland Development Companies forward as Principal Broker, simultaneously helping to shape the operational framework for the property management division of the business, helping grow it to over 500 units under management.

The genesis of her foray into full-time real estate can be traced back to her early success in equity investments, enabling the start of her own personal real estate portfolio. Allowing her to develop conservative, sustainable and successful investment principles early-on.

In her capacity as Principal Broker, Sam has elevated New Scotland Realty to the status of the premier boutique brokerage for all real estate investment needs, earning a reputation as an expert advisor, strategically guiding clients in initiating or expanding their real estate portfolios. Her sought-after client counsel also results from experience managing maintenance and capital improvement projects, in addition to successfully executing her own property flips. In 2023, she catapulted the New Scotland Realty division to the #1 broker of multifamily properties, listing the most dollar volume of multifamily properties in the Capital Region and in 2024, she sold the most amount of multifamily properties for units and $ volume.

Questions?

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